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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		OCT 1989	OCT 1988	JUL-OCT 1989/90	JUL-OCT 1988/89
AL	Alabama	4,833	4,881	18,399	17,513
AK	Alaska	426	0	426	0
AZ	Arizona	363	265	1,234	548
AR	Arkansas	8,170	2,563	15,028	13,882
CA	California	9,242	7,938	21,939	22,495
CO	Colorado	583	448	1,637	1,407
CT	Connecticut	200	257	659	788
DE	Delaware	9,790	2,227	11,612	6,026
FL	Florida	16,481	13,165	44,379	26,456
GA	Georgia	7,069	14,624	34,970	34,330
HI	Hawaii	102	0	3,489	159
ID	Idaho	2,953	1,809	7,325	6,680
IL	Illinois	77,735	72,056	262,813	200,564
IN	Indiana	27,771	23,932	112,330	84,641
IA	Iowa	40,034	41,555	204,616	179,655
KS	Kansas	9,414	7,020	20,399	19,255
KY	Kentucky	5,094	9,581	28,147	28,886
LA	Louisiana	17,922	18,100	22,163	35,044
ME	Maine	4	0	136	18
MD	Maryland	2,986	3,098	5,817	13,586
MA	Massachusetts	135	370	1,213	1,216
MI	Michigan	14,578	8,636	57,869	56,767
MN	Minnesota	27,659	24,992	113,825	102,092
MS	Mississippi	5,408	2,274	7,389	7,275
MO	Missouri	36,419	23,090	108,648	85,270
MT	Montana	691	679	3,565	2,575
NE	Nebraska	1,403	2,100	5,586	5,715
NV	Nevada	3	0	3	61
NH	New Hampshire	153	0	309	59
NJ	New Jersey	424	539	1,427	1,447
NM	New Mexico	323	250	1,154	8,784
NY	New York	1,874	2,290	9,003	9,110
NC	North Carolina	4,861	4,281	17,518	17,416
ND	North Dakota	992	880	5,552	4,244
OH	Ohio	33,160	24,194	133,991	121,142
OK	Oklahoma	1,926	2,523	8,217	8,574
OR	Oregon	2,521	1,457	7,914	7,369
PA	Pennsylvania	4,147	3,819	14,103	11,760
RI	Rhode Island	515	61	694	1,163
SC	South Carolina	2,952	3,536	21,306	15,560
SD	South Dakota	558	792	3,072	2,623
TN	Tennessee	9,687	2,873	23,260	17,977
TX	Texas	9,306	9,638	32,771	28,069
UT	Utah	809	1,266	3,613	1,931
VT	Vermont	184	0	1,372	149
VA	Virginia	3,724	3,865	7,920	14,324
WA	Washington	2,238	1,679	9,944	8,116
WV	West Virginia	397	136	533	242
WI	Wisconsin	10,891	27,906	55,281	75,039
WY	Wyoming	139	84	735	524
	TOTAL U.S.:	419,249	377,729	1,475,305	1,308,526
CANADA					
AB	Alberta	4,351	3,495	7,677	5,933
BC	Brit. Columbia	212	263	448	473
MB	Manitoba	3,811	2,188	7,093	6,123
NB	New Brunswick	289	2,360	554	3,090
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	168	190	611	1,066
ON	Ontario	7,667	2,796	20,448	35,623
PE	Pr.Edward Isle	1,037	0	1,156	4,015
PQ	Quebec	3,255	13,876	10,071	18,041
SK	Saskatchewan	1,384	1,423	2,372	2,567
	TOTAL CAN:	22,174	26,591	50,430	76,931
EXPORT SALES:		278,248	361,855	1,090,393	1,449,996
TOTAL AG SALES		719,671	766,175	2,616,128	2,835,453
Non-Ag U.S.		45,653	33,962	150,924	138,618
	Canada	1,694	2,028	5,619	10,608
	Exports	12,717	4,303	39,807	30,705
TOTAL NON-AG SALES		60,064	40,293	196,350	179,931
GRAND TOTAL		**779,735**	**806,468**	**2,812,478**	**3,015,384**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

OCTOBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	795	1,297	1,399	1,024	318	4,833
AK Alaska	15	0	409	0	2	426
AZ Arizona	232	16	68	0	47	363
AR Arkansas	15	0	7,972	76	107	8,170
CA California	2,589	2,794	881	0	2,978	9,242
CO Colorado	280	0	175	0	128	583
CT Connecticut	0	0	118	0	82	200
DE Delaware	125	303	9,296	0	66	9,790
FL Florida	6,525	2,731	1,675	1,481	4,069	16,481
GA Georgia	2,280	608	1,508	963	1,710	7,069
HI Hawaii	0	0	0	0	102	102
ID Idaho	202	1,436	976	20	319	2,953
IL Illinois	498	47,438	22,945	6,248	606	77,735
IN Indiana	2,631	15,054	6,104	3,585	397	27,771
IA Iowa	148	19,370	17,033	3,331	152	40,034
KS Kansas	533	1,723	6,092	985	81	9,414
KY Kentucky	5	3,962	61	0	1,066	5,094
LA Louisiana	3,598	0	14,314	0	10	17,922
ME Maine	0	0	0	0	4	4
MD Maryland	246	0	1,699	1,035	6	2,986
MA Massachusetts	0	0	120	15	0	135
MI Michigan	0	6,973	7,304	142	159	14,578
MN Minnesota	30	7,485	17,507	1,730	907	27,659
MS Mississippi	0	3,926	402	1,028	52	5,408
MO Missouri	1,038	4,856	25,002	5,388	135	36,419
MT Montana	0	66	548	74	3	691
NE Nebraska	156	127	559	243	318	1,403
NV Nevada	0	0	0	0	3	3
NH New Hampshire	0	0	153	0	0	153
NJ New Jersey	0	124	236	56	8	424
NM New Mexico	99	0	152	0	72	323
NY New York	245	67	1,273	136	153	1,874
NC North Carolina	61	854	1,584	574	1,788	4,861
ND North Dakota	0	510	422	60	0	992
OH Ohio	1,054	23,012	7,628	182	1,284	33,160
OK Oklahoma	483	180	1,010	204	49	1,926
OR Oregon	92	866	1,225	84	254	2,521
PA Pennsylvania	123	366	2,877	199	582	4,147
RI Rhode Island	0	0	59	0	456	515
SC South Carolina	670	913	1,119	250	0	2,952
SD South Dakota	0	384	137	37	0	558
TN Tennessee	233	4,057	4,962	310	125	9,687
TX Texas	1,296	1,942	4,536	662	870	9,306
UT Utah	286	74	383	0	66	809
VT Vermont	0	0	179	0	5	184
VA Virginia	739	0	924	1,021	1,040	3,724
WA Washington	29	984	1,134	38	53	2,238
WV West Virginia	0	61	13	0	323	397
WI Wisconsin	729	5,355	3,960	334	513	10,891
WY Wyoming	0	102	37	0	0	139
TOTAL U.S.:	28,080	160,016	178,170	31,515	21,468	419,249
CANADA						
AB Alberta	0	58	3,960	269	64	4,351
BC Brit. Columbia	0	0	192	15	5	212
MB Manitoba	0	1,109	2,421	281	0	3,811
NB New Brunswick	0	(272)	561	0	0	289
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	168	0	0	0	168
ON Ontario	15	3,399	3,839	196	218	7,667
PE Pr.Edward Isle	0	0	884	0	153	1,037
PQ Quebec	0	0	3,045	2	208	3,255
SK Saskatchewan	0	55	1,329	0	0	1,384
TOTAL CAN:	15	4,517	16,231	763	648	22,174
*EXPORT SALES:	154,745	36,819	65,014	6,480	15,190	278,248
TOTAL AG SALES	182,840	201,352	259,415	38,758	37,306	719,671
NON-AG U.S.	31,059	-	-	13,722	872	45,653
Canada	1,392	-	-	203	99	1,694
*Exports	(2,231)	-	-	14,917	31	12,717
TOTAL NON-AG SALES	30,220	-	-	28,842	1,002	60,064
GRAND TOTAL	**213,060**	**201,352**	**259,415**	**67,600**	**38,308**	**779,735**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

OCTOBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
·entina	0	2,314	661	0	275	3,250
·ralia	13	0	29,358	0	1,223	30,594
·ze	0	0	0	0	60	60
Brazil	1,323	8,929	5,585	0	0	15,837
China	34,563	0	0	0	0	34,563
Colombia	7,385	16,707	0	0	0	24,092
Costa Rica	1,901	0	351	0	363	2,615
Denmark	10,277	0	0	0	0	10,277
Dom. Republic	0	0	3,307	0	0	3,307
India	94	0	0	0	0	94
Japan	3,353	8,869	18,535	6,480	10,069	47,306
Korea	37,853	0	0	0	0	37,853
Malaysia	653	0	0	0	0	653
Mexico	26,024	0	0	0	3,169	29,193
New Zealand	10,120	0	0	0	0	10,120
Philippines	14,166	0	0	0	0	14,166
Puerto Rico	0	0	0	0	11	11
Sri Lanka	5,534	0	0	0	0	5,534
Switzerland	0	0	7,217	0	0	7,217
Taiwan	1,486	0	0	0	20	1,506
TOTAL AG:	154,745	36,819	65,014	6,480	15,190	278,248
NON-AGRICULTURAL						
Argentina	33	-	-	0	0	33
Italy	0	-	-	8,251	0	8,251
Japan	161	-	-	3,027	0	3,188
Korea	248	-	-	0	0	248
Mexico	399	-	-	0	31	430
New Zealand	12	-	-	0	0	12
Taiwan	149	-	-	3,639	0	3,788
United Kingdom	74	-	-	0	0	74
OTHER COUNTRIES (A)	(3,307)	-	-	0	0	(3,307)
TOTAL NON-AG:	(2,231)	-	-	14,917	31	12,717
TOTAL EXPORTS	**152,514**	**36,819**	**65,014**	**21,397**	**15,221**	**290,965**

(A) All to Dominican Republic.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

OCTOBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	0	1,281	1,226	1,024	3,531
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	0	0	0
CO Colcrado	0	0	33	0	33
CT Connecticut	0	0	118	0	118
DE Delaware	125	303	9,296	0	9,724
FL Florida	6,322	2,731	675	1,481	11,209
GA Georgia	2,205	608	1,370	762	4,945
HI Hawaii	0	0	0	0	0
ID Idaho	0	323	315	20	658
IL Illinois	498	43,521	15,331	6,248	65,598
IN Indiana	106	14,159	3,394	3,585	21,244
IA Iowa	0	18,620	15,415	3,331	37,366
KS Kansas	0	0	1,512	161	1,673
KY Kentucky	0	3,962	61	0	4,023
LA Louisiana	3,598	0	9,928	0	13,526
ME Maine	0	0	0	0	0
MD Maryland	246	0	1,699	1,035	2,980
MA Massachusetts	0	0	120	15	135
MI Michigan	0	6,973	7,177	142	14,292
MN Minnesota	30	7,433	17,475	1,730	26,668
MS Mississippi	0	3,926	0	1,003	4,929
MO Missouri	0	1,936	12,609	4,654	19,199
MT Montana	0	66	548	74	688
NE Nebraska	0	110	136	191	437
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	153	0	153
NJ New Jersey	0	124	236	56	415
NM New Mexico	0	0	0	0	0
NY New York	245	67	1,273	136	1,721
NC North Carolina	61	854	1,584	574	3,073
ND North Dakota	0	510	422	60	992
OH Ohio	1,054	23,012	7,628	182	31,876
OK Oklahoma	0	0	323	0	323
OR Oregon	0	598	326	84	1,008
PA Pennsylvania	123	366	2,877	199	3,565
RI Rhode Island	0	0	59	0	59
SC South Carolina	670	913	365	250	2,198
SD South Dakota	0	384	137	37	558
TN Tennessee	183	4,057	1,759	310	6,309
TX Texas	0	0	0	0	0
UT Utah	0	37	0	0	37
VT Vermont	0	0	179	0	179
VA Virginia	739	0	924	1,021	2,684
WA Washington	14	984	1,119	38	2,155
WV West Virginia	0	61	13	0	74
WI Wisconsin	729	5,355	3,960	334	10,378
WY Wyoming	0	37	22	0	59
TOTAL U.S.:	16,948	143,311	121,797	28,737	310,793
CANADA					
AB Alberta	0	58	3,960	269	4,287
BC Brit. Columbia	0	0	192	15	207
MB Manitoba	0	1,109	2,421	281	3,811
NB New Brunswick	0	(272)	561	0	289
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	168	0	0	168
ON Ontario	15	3,399	3,839	196	7,449
PE Pr.Edward Isle	0	0	884	0	884
PQ Quebec	0	0	3,045	2	3,047
SK Saskatchewan	0	55	1,329	0	1,384
TOTAL CAN:	15	4,517	16,231	763	21,526
*EXPORT SALES:	119,435	34,505	60,695	6,480	221,115
TOTAL AG SALES	136,398	182,333	198,723	35,980	553,434
NON-AG U.S.	16,240	-	-	12,893	29,133
Canada	1,392	-	-	203	1,595
*Exports	644	-	-	14,917	15,561
TOTAL NON-AG SALES	18,276	-	-	28,013	46,289
GRAND TOTAL	**154,674**	**182,333**	**198,723**	**63,993**	**599,723**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

OCTOBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	13	0	29,358	0	29,371
Brazil	1,323	8,929	5,585	0	15,837
China	34,563	0	0	0	34,563
Colombia	0	16,707	0	0	16,707
Denmark	10,277	0	0	0	10,277
India	94	0	0	0	94
Japan	3,353	8,869	18,535	6,480	37,237
Korea	37,853	0	0	0	37,853
Malaysia	653	0	0	0	653
New Zealand	10,120	0	0	0	10,120
Philippines	14,166	0	0	0	14,166
Sri Lanka	5,534	0	0	0	5,534
Switzerland	0	0	7,217	0	7,217
Taiwan	1,486	0	0	0	1,486
TOTAL AG:	119,435	34,505	60,695	6,480	221,115
NON-AGRICULTURAL					
Italy	0	-	-	8,251	8,251
Japan	161	-	-	3,027	3,188
Korea	248	-	-	0	248
New Zealand	12	-	-	0	12
Taiwan	149	-	-	3,639	3,788
United Kingdom	74	-	-	0	74
TOTAL NON-AG:	644	-	-	14,917	15,561
TOTAL EXPORTS	**120,079**	**34,505**	**60,695**	**21,397**	**236,676**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

OCTOBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	795	16	173	0	318	1,302
AK Alaska	15	0	409	0	2	426
AZ Arizona	232	16	68	0	47	363
AR Arkansas	15	0	7,972	76	107	8,170
CA California	2,589	2,794	881	0	2,978	9,242
CO Colorado	280	0	142	0	128	550
CT Connecticut	0	0	0	0	82	82
DE Delaware	0	0	0	0	66	66
FL Florida	203	0	1,000	0	4,069	5,272
GA Georgia	75	0	138	201	1,710	2,124
HI Hawaii	0	0	0	0	102	102
ID Idaho	202	1,113	661	0	319	2,295
IL Illinois	0	3,917	7,614	0	606	12,137
IN Indiana	2,525	895	2,710	0	397	6,527
IA Iowa	148	750	1,618	0	152	2,668
KS Kansas	533	1,723	4,580	824	81	7,741
KY Kentucky	5	0	0	0	1,066	1,071
LA Louisiana	0	0	4,386	0	10	4,396
ME Maine	0	0	0	0	4	4
MD Maryland	0	0	0	0	6	6
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	127	0	159	286
MN Minnesota	0	52	32	0	907	991
MS Mississippi	0	0	402	25	52	479
MO Missouri	1,038	2,920	12,393	734	135	17,220
MT Montana	0	0	0	0	3	3
NE Nebraska	156	17	423	52	318	966
NV Nevada	0	0	0	0	3	3
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	8	8
NM New Mexico	99	0	152	0	72	323
NY New York	0	0	0	0	153	153
NC North Carolina	0	0	0	0	1,788	1,788
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	1,284	1,284
OK Oklahoma	483	180	687	204	49	1,603
OR Oregon	92	268	899	0	254	1,513
PA Pennsylvania	0	0	0	0	582	582
RI Rhode Island	0	0	0	0	456	456
SC South Carolina	0	0	754	0	0	754
SD South Dakota	0	0	0	0	0	0
TN Tennessee	50	0	3,203	0	125	3,378
TX Texas	1,296	1,942	4,536	662	870	9,306
UT Utah	286	37	383	0	66	772
VT Vermont	0	0	0	0	5	5
VA Virginia	0	0	0	0	1,040	1,040
WA Washington	15	0	15	0	53	83
WV West Virginia	0	0	0	0	323	323
WI Wisconsin	0	0	0	0	513	513
WY Wyoming	0	65	15	0	0	80
TOTAL U.S.:	11,132	16,705	56,373	2,778	21,468	108,456
CANADA						
AB Alberta	0	0	0	0	64	64
BC Brit. Columbia	0	0	0	0	5	5
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	218	218
PE Pr.Edward Isle	0	0	0	0	153	153
PQ Quebec	0	0	0	0	208	208
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	648	648
*EXPORT SALES:	35,310	2,314	4,319	0	15,190	57,133
TOTAL AG SALES	46,442	19,019	60,692	2,778	37,306	166,237
NON-AG U.S.	14,819	-	-	829	872	16,520
Canada	0	-	-	0	99	99
*Exports	(2,875)	-	-	0	31	(2,844)
TOTAL NON-AG SALES	11,944	-	-	829	1,002	13,775
GRAND TOTAL	**58,386**	**19,019**	**60,692**	**3,607**	**38,308**	**180,012**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

OCTOBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	2,314	661	0	275	3,250
Australia	0	0	0	0	1,223	1,223
Belize	0	0	0	0	60	60
Colombia	7,385	0	0	0	0	7,385
Costa Rica	1,901	0	351	0	363	2,615
Dom. Republic	0	0	3,307	0	0	3,307
Japan	0	0	0	0	10,069	10,069
Mexico	26,024	0	0	0	3,169	29,193
Puerto Rico	0	0	0	0	11	11
Taiwan	0	0	0	0	20	20
TOTAL AG:	35,310	2,314	4,319	0	15,190	57,133
NON-AGRICULTURAL						
Argentina	33	-	-	0	0	33
Mexico	399	-	-	0	31	430
OTHER COUNTRIES (A)	(3,307)	-	-	0	0	(3,307)
TOTAL NON-AG:	(2,875)	-	-	0	31	(2,844)
TOTAL EXPORTS	**32,435**	**2,314**	**4,319**	**0**	**15,221**	**54,289**

(A) All to Dominican Republic.